**Social Style Questionnaire**

Examine the following word sets and choose one from each set that describes you best. When you have answered all 20, plot your answers on the score sheet.

|  |  |  |  |
| --- | --- | --- | --- |
| 1. a. Persuasive  b. Fearful  c. Open-minded  d. Original | 2. a. Cautious  b. Convincing  c. Aggressive  d. Good-natured | 3. a. Docile  b. Dogged  c. Open-minded  d. Bold | 4. a. Charming  b. Loyal  c. Determined  d. Even-tempered |
| 5. a. Willing  b. Eager  c. Nervy  d. Strong-willed | 6. a. Agreeable  b. High-Spirited  c. Confident  d. Even-tempered | 7. a. Obliging  b. Assertive  c. Precise  d. Animated | 8. a. Disciplined  b. Cheerful  c. Restless  d. Resigned |
| 9. a. Sympathetic  b. Persistent  c. Obedient  d. Spontaneous | 10. a. Competitive  b. Tolerant  c. Fussy  d. Pioneering | 11. a. Respectful  b. Jovial  c. Influential  d. Optimistic | 12. a. Generous  b. Unconquerable  c. Inspiring  d. Submissive |
| 13. a. Considerate  b. Brave  c. Timid  d. Adaptable | 14. a. Argumentative  b. Kind  c. Nonchalant  d. Patient | 15. a. Self-reliant  b. Lighthearted  c. Soft Spoken  d. Trusting | 16. a. Adventurous  b. Peaceful  c. Positive  d. Moderate |
| 17. a. Cordial  b. Vigorous  c. Receptive  d. Controlled | 18. a. Accurate  b. Good mixer  c. Decisive  d. Lenient | 19. a. Talkative  b. Conventional  c. Outspoken  d. Satisfied | 20. a. Audacious  b. Popular  c. Companionable  d. Polished |

**Social Styles**

Answer Sheet

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Analytical** | **Amiable** | **Expressive** | **Driver** |
| **1** | C | B | D | A |
| **2** | A | D | B | C |
| **3** | C | A | D | B |
| **4** | D | B | A | C |
| **5** | C | A | B | D |
| **6** | D | A | B | C |
| **7** | C | A | D | B |
| **8** | D | B | C | A |
| **9** | C | A | D | B |
| **10** | C | B | D | A |
| **11** | A | B | C | D |
| **12** | D | A | C | B |
| **13** | C | A | D | B |
| **14** | D | B | C | A |
| **15** | D | B | C | A |
| **16** | D | B | A | C |
| **17** | D | C | A | B |
| **18** | A | D | B | C |
| **19** | B | D | A | C |
| **20** | D | B | C | A |
|  |  |  |  |  |
| **Total** |  |  |  |  |
| **X5** |  |  |  |  |